

GATEWAY E-GAZETTE

November 2009

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DISTRICT DIRECTOR'S CORNER



Dennis Melton, District Director

As we close out FY 2009 we reflect back on troubling economic times for small businesses. Economists have labeled this current recession as the worst economic period since the Great Depression. Here at SBA we can confirm that our guaranteed loan program activity dropped significantly from years prior; nationwide our 7(a) lending dropped to just under 45,000 loans which is approximately 36% less than 2008 levels and 56% less than 2007 levels. Our 504 lending dropped to 6,600 loans which is approximately 26% less than 2008 and 38% less than 2007. In Eastern Missouri our loan dollars were \$103,278,000 which was 29% lower than 2008 and 42% less than 2007.

The good news is that lending started to rebound in the later part of the year, which we believe is directly attributable to the benefits of the American Recovery and Reinvestment Act. Specifically, SBA weekly loan dollar volume for 7(a) and 504 loans increased 70% from February 17, 2009 (when the ARRA was signed) until October 2, 2009; during that time SBA supported \$12.2 billion in small business lending with the approval of \$8.9 billion in loans. We also had 1,260 lenders that had not made an SBA loan since October 2008 do so (and 760 of them had

not made an SBA loan since 2007). This lending also continued to have broad impact in that 26% went to rural businesses, 20% to minority owned, 19% to women owned, and 9% to veteran owned. It was most encouraging to see the secondary market rebound and that SBA guaranteed \$1.9 billion in September, our highest monthly loan volume in more than two years.

It must be noted, however, that the ARRA benefits are temporary and as they were initially announced, our projections appear to be on track that the funds that support the 90% guaranty and fee reductions will last until December. Through the ARRA, SBA took significant steps to unlock credit and ensure access to capital but must also prepare to wind down these programs as the Recovery Act funds are depleted.

Please note that funding for other ARRA programs such as microloans and America's Recovery Capital (ARC loans) will continue to be available. Also, on October 21, 2009, the President shared his plans to work with Congress to:

- 1) Raise the maximum size of SBA loans; specifically, he'd like to raise the 7(a) maximum loan size from \$2 million to \$5 million; 504 loans from \$2 million to \$5.5 million; and the microloan maximum from \$35,000 to \$50,000; and
- 2) Utilize the TARP program to support lower cost capital to small and community lenders that lend to small businesses in the most distressed urban and rural areas.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

DISTRICT DIRECTOR'S CORNER (CONT. FROM PAGE 1)

These plans display that the Administration recognizes the importance of small business as the foundation of America's competitiveness and will pursue various possibilities to ensure they have access to capital so that they can continue to grow and create badly needed jobs.



Dennis Melton

2010 SMALL BUSINESS WEEK NOMINATIONS

Each year our nation's president designates a National Small Business Week to celebrate and honor small business owners and their accomplishments. That celebration in Washington, DC will take place during the week of May 23-25, 2010. Plan now to attend the St. Louis celebration of Small Business Week during May 10-14, 2010.

Do you know of a small business or small business advocate that you would like to nominate for a deserving award for Small Business Week? The St. Louis district office is accepting nomination packages until Friday, November 13, 2009 for awards in several different categories. The guideline information for each category is posted on the Small Business Week of Eastern MO website at www.smallbusinessweekstl.org. The local SBWeek will start with the Salute to Small Business Lenders and Hall of Fame Breakfast on Monday, May 10. Please plan now to attend the events throughout the week honoring the small businesses and small business advocates at the variety of events. The nomination packages are due in to the St. Louis SBA office, 200 N. Broadway, Suite 1500, St. Louis, MO 63102 no later than November 13, 2009 for judging. A district winner will be selected for each category. For more information, please contact Patti Guttman at 314-539-6600, ext. 255 or email at patricia.guttman@sba.gov.

SBA LAUNCHES NEW ONLINE TRAINING COURSE: WINNING FEDERAL CONTRACTS—A GUIDE FOR WOMEN ENTREPRENEURS

Women who own small businesses will be able to use a new online U.S. Small Business Administration training course to learn how to identify and take advantage of federal contracting opportunities. The new training course, *Winning Federal Contracts: A Guide for Women Entrepreneurs*, is part of an ongoing government-wide initiative to promote opportunities for women-owned businesses in the area of government contracting.

This free online tutorial is a practical and easy to use guide that walks a woman-owned small business through the contracting process. SBA is committed to ensuring that women-owned businesses receive at least 5 percent of federal contracts and believes better training opportunities are central to meeting this government-wide goal.

The *Winning Federal Contracts* course is designed to help women entrepreneurs learn about the federal procurement process and to prepare them to compete for contracting opportunities. The self-paced guide uses audio and script to provide information about contract rules, how to sell to the government and where to find contracts.

The *Winning Federal Contracts* course is available on SBA's Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. It is indexed by subject matter, and includes direct links to additional contracting resources.

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We welcome your questions or comments. Please contact me at the e-mail address listed above.

Subscription Information

If you would like to subscribe to receive this quarterly e-newsletter and other periodic information, please go to <http://web.sba.gov/list/> and click on the box in front of *Gateway e-Gazette Eastern Missouri*, submit your name and e-mail address, and click Submit.

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SPOTLIGHT ON THE FIELD



"WIN" Workshop Women Inspiring Entrepreneurship

The Center for Innovation and Entrepreneurship of Southeast MO State University will hold a "WIN" (Women Inspiring Entrepreneurship) Workshop for women who would like to start a business, currently own a business, or want to be inspired to lead more entrepreneurial lives. Topics include:

- Gaining a competitive advantage
- Balancing a fast-paced life with health
- Strategies for victory
-

This workshop, which will be held on November 14th from 10am to 2pm in Dempster Hall on the University campus, is free and lunch will be provided. Call Gina at (573) 651-2940 or Christy at (573) 651-2078 for more information and to register.

SUCCESSFUL SMALL BUSINESS EXPORT STRATEGIES EXPORTS LIVE! 8-CITY SEMINAR SERIES

Six federal agencies have created a series of interactive seminars designed to educate small businesses about export opportunities and how they can be used to grow their businesses, grow the economy, and create jobs. At each event, attendees will learn about the government products and services that are available to help them succeed in the global marketplace.

Learn how local businesses successfully grew their sales with government solutions. This unique trade event is specially designed for small and medium-sized businesses wanting to start or grow their international sales.

The next seminar will be held in Chicago, Illinois on Tuesday, November 10th at the Fairmont Chicago. Each half-day seminar will begin at 8:30 am and will conclude at 1:30 pm. Optional one-on-one sessions for attendees will be available between 1:30 pm and 3:00 pm. For more information or to register, visit www.export.gov/exports_live or call toll-free (888) 966-2009. (Space is limited)

If you are unable to attend any of these seminars and would like additional information on exporting, please contact John Blum, SBA Regional Manager, International Trade Programs at (314) 425-3304 or by e-mail at john.blum@sba.gov. He is located at the U.S. Export Assistance Center and can assist you with all your export needs.

LENDER RANKINGS FOR FISCAL YEAR 2009*

Lender	Amount	#	Lender	Amount	#
Commere Bank N.A.	\$6,702,200	35	UNICO Bank	\$475,000	1
U.S. Bank N.A.	3,997,882	87	The Mission Bank	400,000	1
The Bank of Missouri	3,198,700	22	Alliance Credit Union	350,000	3
Farmers & Merchants Bank of St. Clair	2,906,982	2	Borrego Springs Bank N.A.	350,000	8
Wells Fargo	2,706,400	8	Lindell Bank & Trust Company	335,000	2
Pulaski Bank	2,579,400	7	Community South Bank	329,000	1
Royal Banks of Missouri	2,140,000	5	St. Louis Bank	305,000	4
New Frontier Bank	1,840,000	2	UMB Bank N.A.	302,600	8
Hawthorn Bank	1,729,700	10	Metro Bank	300,000	1
First Community National Bank	1,683,000	8	Liberty Bank FSB	290,000	1
Eagle Bank & Trust Co. of Missouri	1,624,041	8	First Bank	285,000	2
The Central Trust Bank	1,525,000	10	Small Business Loan Source LLC	271,000	1
Bank of Belton	1,500,000	1	First Community Credit Union	261,600	3
First Financial Bank	1,444,700	1	The Boone County National Bank of Columbia	250,000	1
PNC Bank N.A.	1,418,300	3	The Paris National Bank	250,000	1
Regions Bank	1,413,400	10	Wachovia SBA Lending Inc.	240,500	1
Triad Bank	1,275,000	2	Phelps County Bank	220,000	5
Kennett National Bank	1,275,000	2	Central Bank of Lake of the Ozarks	205,000	1
National City Bank	1,231,000	7	NCB, FSB	204,000	1
Heartland Bank	1,142,500	3	Spirit of Texas Bank SSB	185,000	1
Southern Bank	1,079,600	5	Montgomery Bank N.A.	172,600	3
Branch Banking and Trust Columbia	1,045,000	1	First State Bank & Trust Company Inc.	165,000	1
Reliance Bank	1,030,250	1	First Community Bank, Missouri	150,000	1
Enterprise Bank & Trust	1,000,000	1	Fortune Bank	150,000	1
Dollar Bank, A Federal Savings Bank	960,000	1	United Community Bank	100,600	2
Bank of Crocker	839,100	3	Great Southern Bank	100,000	1
HNB National Bank	825,000	10	Mercantile Bank	100,000	1
Banco Popular	811,000	4	Bank of Belleville	80,000	1
Federated Bancshares, Inc.	800,000	1	First Midwest Bank of Poplar Bluff	70,000	2
The Missouri Bank	775,000	1	Bank of Bloomsdale	70,000	1
F&M Bank and Trust Company	755,000	7	First State Bank of Kansas City, KS	55,000	1
Community First Bank	738,900	1	Liberty Bank	50,000	1
Southwest Bank, An M&I Bank	722,700	4	County Bank	50,000	1
CIT Small Business	722,000	2	Community First Bank of the Heartland	50,000	1
Bank of Franklin County	704,700	11	Landmark Bank N.A.	40,000	1
Concord Bank	686,000	2	Bank Star One	35,000	1
Superior Financial Group	600,000	57	Western State Bank	35,000	1
Bank of Sullivan	577,300	8	Jefferson Bank of Missouri	35,000	1
First National Bank of St. Louis	561,000	1	Canton State Bank	35,000	1
Peoples National Bank N.A.	550,000	2	Meramec Valley Bank	35,000	1
First State Community Bank	522,200	8	Innovative Bank	25,000	1
Cass Commercial Bank	500,000	1	The Callaway Bank	10,000	1

Certified Development Companies

Economic Dev. Corp.-St. Charles County	\$13,313,000	28	Enterprise Development Corp.	\$1,190,000	3
RMI	11,466,000	12	Meramec Regional Development Corp.	1,130,000	6
Business Finance Corp.	4,457,000	7	St. Louis Local Development Company	1,071,000	2
Economic Dev. Corp.-Jefferson County	3,091,000	3			

* Rankings based on loans approved October 1, 2008 thru September 30, 2009. Please note that lender rankings for fiscal year 2009 were changed from number of loans to total dollars. This change was made because of the current credit crisis and the desire of the Small Business Administration to encourage the injection of capital into the small business community. Therefore, for fiscal year 2009 our top lender rankings were based on total SBA dollar volume rather than number of loans made.